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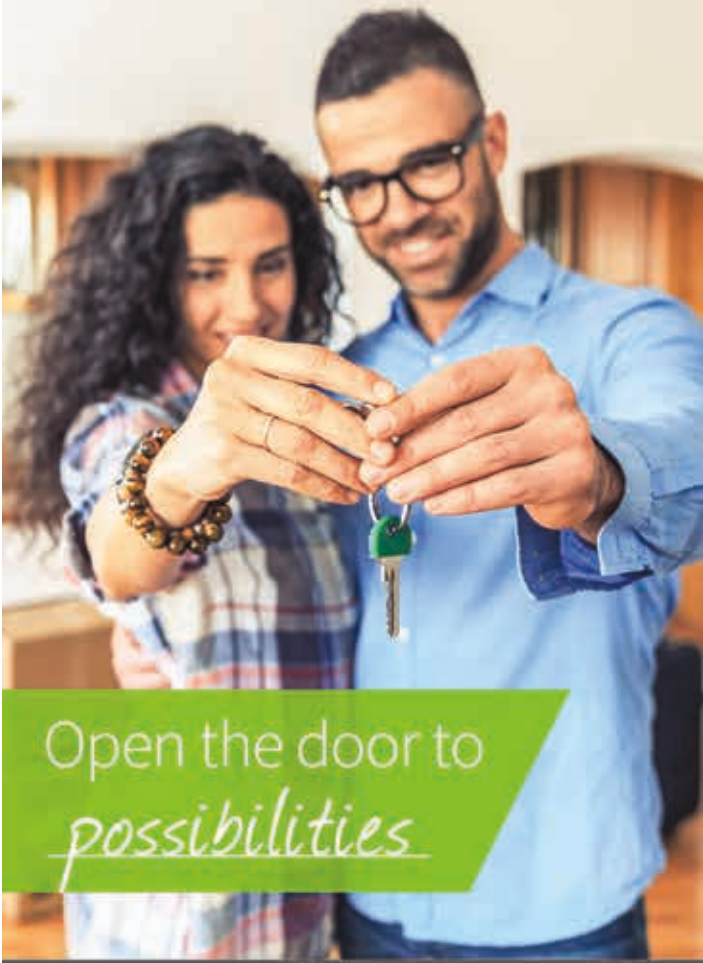
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MORE THAN A REALTOR®

▼ publisher's note

We know that you are more, much more than a REALTOR®. You are the cumulation of life experiences, passions, dreams, and hopes. You came from somewhere and you are going somewhere too! Sharing who you truly are is often difficult...even impossible while trying to take care of the business at hand being a REALTOR®. TRP loves to provide the place for you to open up, give encouragement, ideas, advice, and share the steps that got you to where you are today!

Our hope is your journey will inspire others to be all they can be in this game called real estate!

This issue features **Don & Kathy Vallee**, leaders of the Vallee Gold Team. Read their words of wisdom and you will glean the nuggets to their success! Rising Star, **Dawn Jacobs** refused to give in to doubts and has doubled her business every year. If making a difference is in your blood it will come out! **Pam Ruggero**—her own life caused her to look past herself and find ways to help those in need. Make sure and read about her latest passion and support the **“Care Fund”** if at all possible. Look for information on the **“Care Fund”** fundraiser in this issue. Partner, **Zach Mooney**, with Guild Mortgage has 12 years of experience and considers it an honor to support the real estate community with his expertise! Find out why he would be an excellent partner to help you in your business!



More than a Magazine...

I often say I am more than a magazine! I too have had a full life before Tucson Real Producers was birthed 2 years ago. So, I want to share just a thing or two about me. I grew up in New Orleans, a Ragin Cajun at heart, loving crawfish, crab, shrimp, gumbo, red beans, and rice and jazz music. I loved the Mardi Gras season, and the French Quarter was my stomping ground as a teen. It may have been a bit tamer back then but I am truly thankful to have raised my 4 children in Tucson. I graduated from college due to my dad's insistence. Yet a Home Economics degree was not his idea of a career in the making. Ok, I just gave my age away! I always loved babies & children, cooking and the thought of being a mom. 35 years later I can say gratitude fills my soul for the family I have been blessed to pour my life into.

As space allows look for “More than a Magazine...” in future issues;))

Cheers,
Delilah
520-838-1835

If you know someone we should feature make sure to reach out. We are looking for Top Agents, Rising Stars, Agents on FIRE, Leaders to Celebrate, REALTORS® Making a Difference in our community, and any other cool story that should be shared.

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IF YOU'RE READING THIS, THEN CONGRATS!

Every year, we update our mailing list to include the Top 500 Real Estate Agents in Southern Arizona from the previous year based on independent data estimates. If you're receiving this publication, it's because you cracked the top 500 list for 2018, or manage a brokerage with agents on the list — so congratulations!

For those of you who have been receiving this publication for a while, it means you've consistently ranked within the top 10% of Southern AZ's Real Estate industry, or run a top-

notch brokerage in the area. We hope you are proud to receive this exclusive publication, attend our events, and connect with the other top producers. In case you're wondering, all of the agents featured are based solely off nomination and featured completely for free (there's no “pay to play” for articles).

This publication is being provided to you FREE OF CHARGE as a top producer in real estate — the cost of producing, printing, and mailing each issue is covered by the advertising partners. If you're ever in need of top-notch services, we hope you'll turn to our partner index for recommendations, as each has been thoroughly vetted, and contributes significantly to help produce the *Tucson Real Pro-*

ducers platform. Our partners can be found in the index of this magazine.

The events and publication are designed to increase social connections between top REALTORS® and top affiliates so that the best of the best can grow their businesses together. It is our goal that the events create a culture where there is no “hard selling” but a culture of relationship-building on a more intimate level. For more information on our platform, email Delilah. Royce@RealProducersMag.com.

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– Don Vallee, Founder of the Vallee Gold Team,
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Zach Mooney

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The multitude of moving parts involved with the mortgage process can be daunting. That's why it really matters when you find a partner that knows how to make the process the best it can be for you and your clients.

That's the spirit that the team at Guild Mortgage puts to work each day in the Tucson area.

Power, Flexibility and Local Strength

Zach Mooney is Branch Manager and Senior Loan Officer at Guild Mortgage. As he says, the organization offers strengths in a number of important areas.

"Guild Mortgage is a private mortgage company that's been around for over 60 years," Zach explains. "I think what we have to offer is really unique in the mortgage world. We blend the use of technology and high-touch customer service to transform a feared and complex process into one that leaves a lasting impression with our clients and partners."

As a seasoned mortgage industry professional with nearly 12 years of experience, Zach joined Guild Mortgage over a year ago. As he considered joining the Guild Mortgage team, the opportunities were too great to pass up.

"As I looked at the organizations that had good reputations and solid customer service, there were several things that really stood out for me about Guild Mortgage," he recalls. "One of the advantages here that appealed to me was the way they allow individuals like me to grow within the company. Even though I'm part of the organization, I really have the flexibility to have my own independent organization and my own team."

With that individual freedom and local flexibility, Zach and his team can customize their approach and

serve clients in a way that really fits the particular needs of the local region.

Guild Mortgage Team Advantages

The team at Zach's branch includes three loan officers and two processors.

"We have three people who handle incoming leads and two very tenured processors who handle all the back-end work with the files. And we take a lot of pride in being accessible when our partners need us to be. We even partner to help hold open houses in some cases," Zach emphasizes. "What it comes down to is we know that, in our business, people are out and active on weekends, so we've tailored our schedule to be available at those times."

As Zach says, Guild Mortgage takes its service experience to a new level. And that applies to its partners in the real estate community, as well.

"Guild Mortgage has hands down the best offerings for partners," he explains. "That includes our wide range of products to the unique ability to service our loans that we originate. Plus, we have a very competitive fee and rate structure. In fact, we compete very well on a numbers basis with the online discount lenders. But we go beyond that and really come alongside clients, and give them the education they need. Our mission is to be a true partner and consultant, and not just have people enter into a transaction with us."

A Day-to-Day Difference

Zach is a dedicated husband to his wife of 10 years, Leanne, and their three children, Jayden, Connor, and Leilani. Their free time is spent enjoying travel together, along with hiking and spending time in the pool. Zach also enjoys playing basketball, as well as drawing up the plays and helping children develop during his time as a youth basketball coach.

With his family by his side, Zach's work with clients is fueled by a sense of satisfaction.

As he says, "For me, that's success ... being fulfilled at the end of the day, knowing you put in the efforts needed to work toward your goal ... being able to look yourself in the eye and knowing you did everything you needed to be successful, and having a good quality of life with my family."

The rewards of the work Zach does are measured moment by moment in the eyes of those he serves.

As Zach says, "The part that I really love is handing the keys over to people and saying, 'Congratulations. You're going to be a homeowner,' and seeing their eyes light up. It's really special after we go through that hustle, and we get to see and enjoy that moment where the client takes a deep breath and says, 'We did it.'"

The part that I really love is handing the keys over to people and saying, 'Congratulations. You're going to be a homeowner,' and seeing their eyes light up.



Nickie, Carol, Yenida, Seanna, Zach & Matt



Guild Mortgage provides a genuine, quality experience.

"And that's the way I like to work and for people to come away feeling about their experience with us," Zach says. "I want them to know that they are getting genuine advice, and their time is 100 percent dedicated to them. I want that time to be theirs. They're entrusting me, and I want them to feel good and confident in that. We're here to make a difference and leave a mark that has a positive impact on the community."

For more information:
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Dawn Jacobs

*Prepared by her Past...
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▶▶ rising star!

By **Kylea Bitoka**
Photography by **Casey James**



“What if one of my clients comes in? Will they doubt my credibility?” Dawn Jacobs wondered. It’s the beginning of Dawn’s real estate career. Every Sunday evening, she picks up a bartending shift at a local Tucson restaurant and bar. “At the start of my career, the biggest challenge was balancing the inconsistencies of transactions. I picked

up bartending shifts for extra money. It was not easy; I had to swallow some of my pride. If one of my clients or another REALTOR® came in and I’m the one fixing their drink, would they question my devotion to real estate?” Dawn’s work ethic and determination refused to give in to the doubts. Her hard work paid off. “I’ve doubled my business every year. Now, when I go in, I get to drink the martinis instead of making them!” Dawn adds with a laugh.

At the root of her success are lessons she learned from her parents. “I was raised by two strong independent parents; witnessing their work ethic had a huge impact on me. My mom was a single mother of six children and an entrepreneur. If our roof started leaking, she’d jump on the roof and fix it herself. She owned a western clothing store. After an electrical fire burned the clothing store to the ground, she opened a video store. All of us kids worked in

that video store at one point in time.” Dawn’s dad was an entrepreneur as well. “My dad owned several franchised stores in the auto industry. He was a very dependable person. He was never late; he always arrived 30 minutes early to everything. It stuck with me, and that’s how I run my life now.” Dawn chuckles, “I am irritatingly early to every appointment! My time is not more important than anyone else’s. As my dad said, ‘You don’t know what’s going to happen. You don’t want to walk through the door and hand someone a bunch of excuses.’” The legacy of Dawn’s parents lives on through her. “I’m grateful that they instilled such a strong work ethic and business acumen in me. I



“

I’ve doubled my business every year. Now, when I go in, I get to drink the martinis instead of making them!

still run into people that used to work for my parents. They tell me about how much my parents helped them. It’s meaningful and inspiring to hear about the compassion they had for others while being great leaders.”

As is often the case, Dawn’s journey to real estate started in a completely different industry. Looking back, Dawn is thankful for each unique

experience. “All of it has led up to this moment, and I wouldn’t change a thing!” Raised in Tucson, Dawn was ready for a change after high school. She moved to L.A. and found a job in the fashion industry. “I started as a receptionist for a clothing manufacturer. I worked my way up to production assistant and then production manager.” Her career kept moving forward; she became the production



manager for a high-end accessory manufacturer of leather belts and handbags. “I loved the industry but, in 2009, my mom got really sick and I moved back to Tucson.” Dawn stepped into her mom’s role as Executive Director for a local non-profit that



raised awareness about end of life preparations and cost. "It was nice because I could do that part-time while I was taking care of my mom. My mom passed away eight months after I came back home." It was a difficult time for Dawn. Eventually, Dawn moved into hotel sales and catering. While she enjoyed it, the long hours and limited income potential had her considering other career options.

"I'm a Tucson native; I know this community. I thought I could try real estate. It went so well; I never looked back!"

Along her career path, Dawn had picked up many of the needed skills. "While I was in fashion and manufacturing, it was very creative and required problem-solving daily. The non-profit required sensitivity. It was very emotional, so is real estate.

Hotel sales was all about hospitality and service. I had to be strategic and figure out my client's needs." While her past experience prepared her, it was a mentor that trained her for success. "I partnered with Marta Harvey; she taught me so much. I always suggest to new agents to find an experienced agent and stick with them. It makes a difference!"



Outside of real estate, Dawn loves to spend time with her dog, Olive. "I took her in to help out a friend. I told my friend I would foster her until I found a home for her, but I would not keep her." Dawn laughs as she admits she couldn't

resist the adorable pup, "That lasted all of five minutes once she was in my house. She's the light of my life! I try to take her as many places as possible!" Dawn also enjoys being involved



in the local community. From sponsoring booths at The Humane Society fundraisers to supporting Gabriel's Angels and the American Cancer Society, it is a priority for Dawn to find ways to give back. It's one of the reasons she enjoys golf, "Almost every charity holds a golf tournament. It's a fun way to support a good cause and make new connections. On the golf course, you share stories; you start as strangers and end as friends." It's the same in Dawn's real estate career. "The biggest reward is coming alongside my clients in the journey and being welcomed into their family. When a client invites me over for a barbecue or a housewarming, I know that we met our goals, and we will be lifelong friends!"

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WOW! La Paloma Country Club opened its doors and rolled out the red carpet for the best in Tucson Real Estate. A huge thanks for allowing us to enjoy your beautifully renovated space. It truly was captivating. All of this was possible because of our partners and especially **Robert Hatch - VIP Mortgage, Chad Cislak Jr - Kitchen Concepts, Zach Mooney - Guild Mortgage & Barb De Fazio - Old Republic Home Protection.**

Our first “Charity of Choice” Event showed the sheer generosity and care of Tucson by the real estate community. Over 50 nonprofits were represented and we collected over \$1600. All the proceeds will go to 2 different nonprofits that were picked that evening. WHO WON?? Debra Quadt - for Ronald McDonald House Barbara Wilson - for TAR Charitable Foundation

When we come to enjoy an evening together what could make it so much sweeter? Finding a way to give back to those who have needs greater than us! You gave above and beyond and it is totally appreciated.

So thanks to all who came out, all who gave, all who realize that our greatest joy can come when we find a way to make a difference in the lives of those who need it most!

And thanks to our photographers who captured our Sizzling Summer Social: Casey James & Jacquelynn Buck





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PAM RUGGEROLI

A HEART for Others “Care Fund”



When a HOME is in Jeopardy - PAM CARES

Pam Ruggeroli was coaching her daughter's cheerleading squad and they stood outside of the ABCO grocery store selling candy bars to raise money for their squad's trip to participate in the regional finals. A gentleman approached her and asked what she was doing and she explained the trip. He asked her how many candy bars they had to sell before they raised enough to fund the trip. She looked down at the candy bars spread on the table, laughed and said, "A lot?"

He handed her a business card and said, "Maybe I can help. Call me on Monday." She did and he introduced her to the folks at his Rotary Club where she quickly raised the funds needed for the

girls to get to California. He not only made the introductions but urged her to consider selling Real Estate. He became a dear mentor to her; always encouraging her. Frustrated with her unwillingness to pursue Real Estate, he eventually paid her way to Real Estate school telling her, "You are going to Real Estate school. It's been paid for so make the arrangements." All that was eighteen years ago and Pam tears up when she remembers him and his kindness to a single mother of three struggling to make her way in the world.

The reluctance to sell Real Estate came about because her mother sold Real Estate for over thirty years and, from an early age, Pam heard the war stories and the difficulties her mother faced. Pam made a little vow to never sell Real Estate. Raised in Las Vegas, Pam graduated from Clark County Community College from an intensive program that trained her to become a dental hygienist, a job she thoroughly enjoyed. She worked as a dental hygienist for fifteen years until she had a horrific injury that changed the course of her life. She was working on the teeth of a difficult patient who had not had his teeth cleaned in many years, when something snapped in her elbow causing the blood vessels and nerves in her elbow to be pinched, immediately causing intense swelling and loss of feeling in her arm and hand. The most terrifying aspect was the loss of blood flow which could have quickly cost her a hand. Blood flow was soon restored, but she spent several years on disability as doctors rerouted the ulna nerve to her forearm and did physical therapy to try to restore feeling to her hand. With limited success, Pam still has a loss of feeling in her thumb and two fingers. It was a sobering time in her life as she was dealing with three kids, going through a divorce, and all with no career. "I didn't have a dime and was struggling to care for my kids and take care of paying the bills." She

sold cell phones for a brief time until the encounter while selling candy bars that changed her life.

Because of her own walk through tough times, Pam's heart sings when she can help others, "I don't track dollars and contracts, I set goals based on how many people I can help each year. My motto is to take care of people and the money will come." Caring for people is her passion. She has been deeply involved in helping people by serving on the Tucson Advisory Council of Care Fund, a charity brought to Tucson by Mayor Jonathan Rothschild that helps families in crisis by granting rent and mortgage assistance to families of children with critical illnesses or injuries, so that they can spend time with their child. **Care Fund** believes a parent should never have to choose between working to pay their mortgage or caring for their ill or injured child. **Pam is also Co-Chair of the Care Fund Casino Corral fundraiser** honoring Mayor Rothschild for his work with the fund on November 1st.

"Imagine your child is in the hospital with stage 4 cancer and when you get up in the morning you get in the car and you have to drive to work instead of going to the hospital to spend precious time with your child," Pam asks, her eyes filling with tears. "It's unthinkable and Care Fund steps in to make mortgage and rent payments so parents can be with their children during such painful times." As a REALTOR®, Pam knows the devastation to families that are unable to meet their mortgage payments and have to not only deal with mounting medical bills but also face losing their homes. Aiding with rent

and mortgage payments is a beautiful way to help hurting families and Pam is thrilled to be a part of providing such care. She invites everyone to help out by donating to the Care Fund. To provide appropriate safeguards, payments are made directly to landlords and mortgage holders on behalf of the renter or homeowner which honors both contributors and recipients.



Pam is deeply involved in volunteering with the local, state and national Association of REALTORS® and currently serves the National Association of REALTORS® by holding a position in their REALTOR® Political Action Committee known as 'The REALTOR® Party'. This requires her to spend a huge amount of time traveling and speaking on their behalf. "I've traveled to 27 events so far this year from February to July for The REALTOR® Party, educating Realtors on the importance of investing to help protect the REALTOR® profession and the clients we serve by protecting homeownership." With such an insanely busy travel schedule, Pam quickly adds, "Obviously I couldn't do all this volunteer work if I wasn't surrounded by great support. I absolutely couldn't do it without Patty Farmer who is not only great support staff but also is able to handle buyers and sellers when necessary. My fiancé, Jeano Savard, is also an agent and a great help to me. He is my rock. I couldn't do anything without them." She ruefully admits to being a sucker for charity work having been involved with not only Care Fund, but also doing things as diverse as chairing the Heart Ball in 2005, serving as an angel with Angel Charities, working with the Boys and Girls Club, and helping the American Cancer Society. She laughs

▶▶ making a difference

By Rod Hugen
Photography by Jacquelynn Buck

...

and says, "I'm a volunteer addict!" Pam loves to serve others. "Care Fund is my passion now. It fits perfectly with who I am as a mother, grandmother, and REALTOR®." Her own grandson needed major surgery this past December and qualified for and benefitted from a similar program in Texas, so her passion is deeply personal.



Pam & precious grandson Haegan



Wyatt (4 years old) with Pam & Jeano

She giggles at the idea of having spare time to engage hobbies. "I enjoy dinner out with friends mostly because I don't like to cook." An occasional trip to San Diego, a round of golf, or trying to finish an occasional jigsaw puzzle occupy what little free time she has. "I love volunteering. That's my hobby."

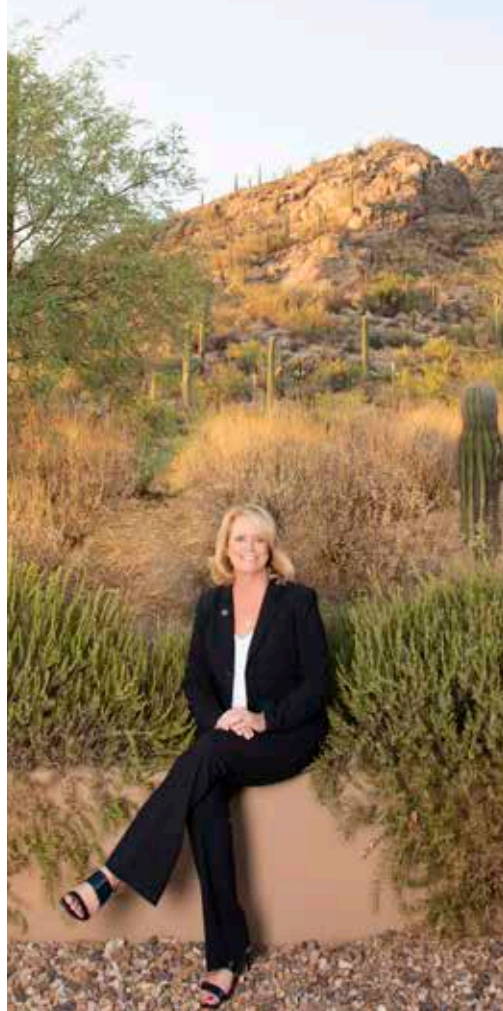
Her dad, Bill Durkee, played basketball with the Minneapolis Lakers and later became the recreational director at the Nevada Test Site near the infamous Area 51. Her mom, Lois, ran a bowling alley. "We spent a lot of time at the bowling alley. My parents were

very supportive and encouraged me in everything I did from cheerleading to selling Real Estate." Her family was supportive to her and she takes great joy in helping her children and grandchildren, and in helping other families in their time of need.

Pam looks at an Eleanor Roosevelt quote every day that reads, "The future belongs to those who believe in the beauty of their dreams." The beauty of Pam's dream is helping others. Her future is volunteering to serve those who are in need.

It's a beautiful dream.

For more information visit: www.thecarefund.org



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What are your favorite apps to use as a REALTOR® and Why?



DARLENE DAMIANI
TIERRA ANTIGUA

Flexmls Pro - Easy to use! Up to date info.
FidelityAgent One - Super easy to use when needing an estimated cost sheet for a buyer or seller!
Supra eKey - I held on to my old key way too long! This app rocks!
Buffini Referral Maker - Best CRM I've used! Easy and quick.



DEBORAH J. BRESLIN
SOUTH ARIZONA HOMES, LLC

FlexMLS Pro
DocuSign
Dotloop (All three of these provide for me to search and turn my iPhone into office computer to complete offers and documents)

There are many other apps and any REALTOR® that can make their life easier and accessible to complete their day to day tasks effectively benefits all parties



BRITTANY PALMA, MRP,
ASSOCIATE BROKER
1ST HERITAGE REALTY
THE A2B TEAM

Podcasts (I'm a forever student)
RPR Residential (Realtors Property Resource®)



JAMES SERVOSS
KELLER WILLIAMS

I use the **FlexMLS Pro** app on a daily basis, along with **Facebook**. I also like the **CamScanner** app and use it to send documents if I need to get something out quickly.



CAROL NIGUT
COLDWELL BANKER

Quickbooks for Self-employed: a great way to keep track of expenses and mileage.
Fidelity Agent One: great cost sheets on the go.



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TIERRA ANTIGUA

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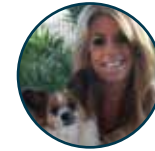
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UNITED REAL ESTATE
OF SOUTHERN AZ

RPR: Comps and more from any property anywhere, on the market or not!



LISA KORPI
LONG REALTY

Long Realty App - great information



BARBARA BARDACH
LONG REALTY

DocuSign - ease of getting docs executed;
Long Realty app - ease of finding out about any listing wherever I happen to be located (just click the arrow and voila!); if **Text messaging** can be considered an app, it's a real favorite for saving time and getting attention ASAP.



PATRICIA KAYE BROWN
COLDWELL BANKER

Flexmls - I can look anything up on any home I am in or that a client in a listing appointment asks about.
Waze - amazing for construction, accidents, and not having to pay attention to directions



MELINDA AKOWSKI
COLDWELL BANKER

Marco Polo video chat app that allows you to take videos of homes and share with your client either in real-time or when they are able to watch. Perfect for out of town clients that want you to preview homes for them. Unlike Facetime which is also great, clients have opportunities to re-watch the videos over and over.



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TUCSON PROPERTY EXECUTIVES

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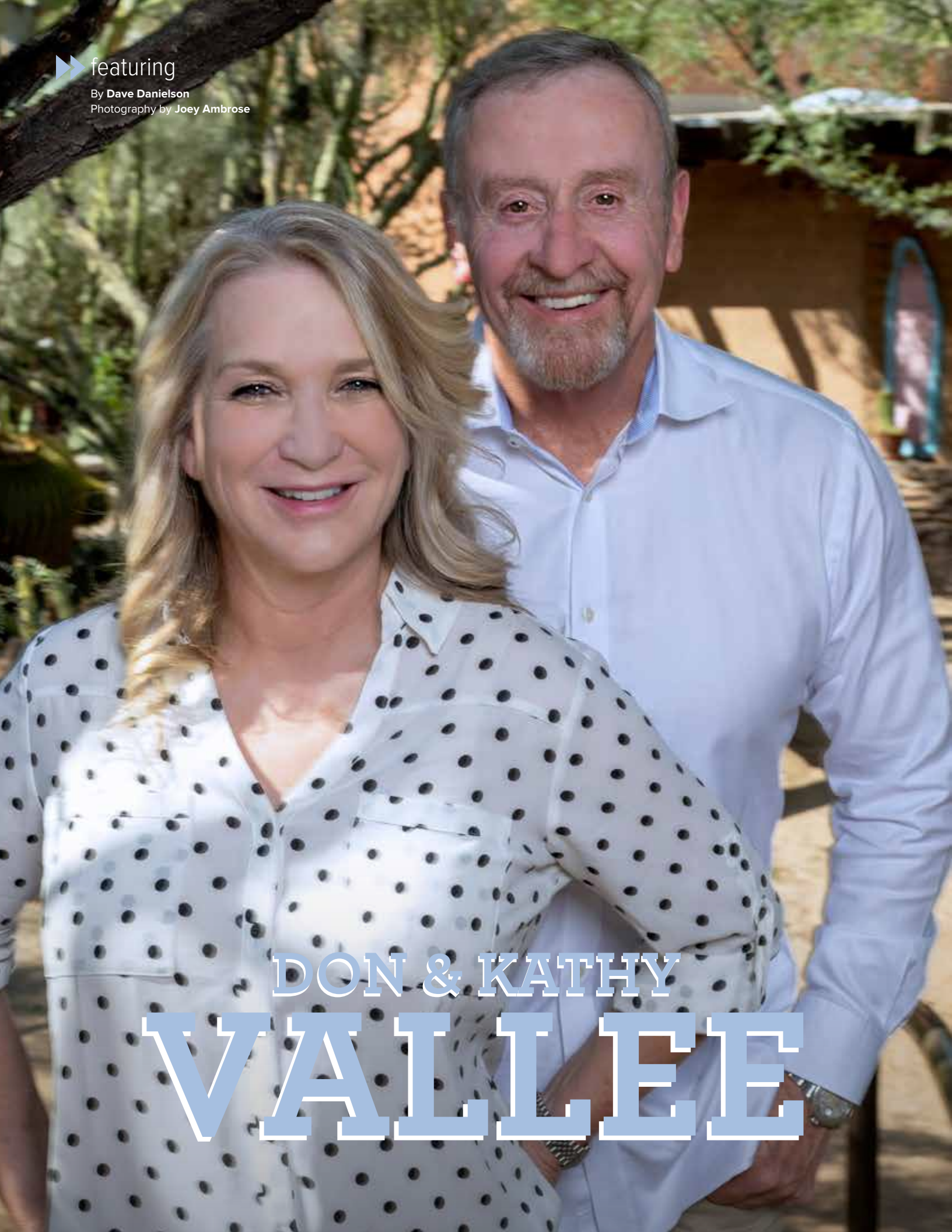


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DON & KATHY VALLEE



Vallee Gold Team

Whatever it Takes!

You know when you've met someone that makes you feel like they have nothing but your best interests at heart ... that they're someone you can trust who will do whatever it takes to help you achieve your goals.

That's the feeling you instantly walk away with after meeting Don and Kathy Vallee, Team Leaders and Coaches with the Vallee Gold Team with Long Realty. And while they've helped vast numbers of individuals and families achieve their real estate goals through the years, they give their all — person by person.

Rewarding Careers

It's an understatement to say Kathy has been involved with real estate most of her life.

As she says, "I grew up in the real-estate business, which convinced me that there's no better teacher than real-life experience. When I was 16,

I started working in the office, alongside my mom, updating files for 30 agents! I eagerly followed in her footsteps, inheriting a proud work ethic from her successful 28-year career in real estate. I've been in the industry since 2001."

Don's path involved an action-packed career in shooting sports, including life as an international archery competitor and various senior leadership roles for 25 years with Precision Shooting Equipment and Browning Arms company, including serving as Vice President of the organization's archery business.



Kathy's mother encouraged Don to take a close look at life as a REALTOR®. He did and hit the ground

running when they started working together in Tucson in 2000. In 2009, they added a second market, working with clients in the Park City, Utah, area, as well.

Gaining with Experience

While Don enjoyed his life in shooting sports, he can't help but wonder about an alternate path.

As he says, "I wish I would have started this a lot sooner in my life. The industry has been very good to us, and we've been very successful."

They definitely have. In fact, with their team, Don and Kathy average approximately 200 transactions a year.

...

“That’s something we’re proud of. The more you do anything, the better you get. So the more transactions you do, the better negotiator you become. And that’s something we enjoy a lot,” Don says. “This business is learned doing the deals... it’s not learned anywhere other than on the streets doing it. We have a lot of transactions under our belt. So we don’t run into much that we haven’t seen.”

Kathy also sees the advantages of working with someone who is accomplished and experienced at what they do.

“It was a big compliment to me when my mom said she felt we had better experience than she got, because we’ve had the experience of working through so many market ups and downs in our real estate careers,” she says.

Continuous Learning and Development

As Don says, “Through our careers, we’ve grown through all of it. The business changes. What works today won’t work five years from now. One of our strengths is we are going to re-engineer our business to meet the current needs in the market. We’re an early adaptor to change. And we also have a very, very strong sense of urgency. If someone wants to see a house today, we’ll do whatever it takes to make it happen.”

Their strong drive to achieve results for their clients is fueled by a passion for what they do each day. There’s plenty of room for them to express the essence of who they are. For example, Kathy has a fiber arts background and is even Feng Shui designated.

People don’t remember what you did. They remember how you made them feel.



A beautiful family indeed!

competitive, and so on the listing side, my competitive nature drives us to get the deal done at all costs.”

For Don and Kathy, the experience means so much.

“People don’t remember what you did. They remember how you made them feel. So if you help them feel confident, they will remember you, and they’ll refer you,” he says.

“Having referrals means our clients were happy, and they want to share us with their friends and family. That’s the ultimate compliment.”

Finding Fulfillment

Don and Kathy are quick to share credit for success with their team of 15 agent partners.

“We take great satisfaction in building strong, ethical, successful team members. Because that supports a strong culture for success,” he says.

When they’re away from work, Don spends time on the ski slopes. He also enjoys working out and time with their dogs. Kathy creates pottery and expresses her visual talents through fiber arts.

Together, they have been active in giving back to groups such as Habitat for Humanity (including traveling to New Orleans to help rebuild after Hurricane Katrina), and they donate a portion of their commission checks to other local causes.

As Kathy thinks back on her career, she remembers the best mentor she ever had—her mother.

“I do everything in honor of my mom because she helped me be who I am today. My mother taught me my value system and, watching her interact with people, she was very social, and she made people laugh. She could counsel anyone, and they would completely trust her. So trust is something I carry very tightly to me. I just think that’s very important in what we do in real estate.”

Clients know when your goals are the same as theirs... and with Don and Kathy, they have strong allies who will do whatever it takes to help them.

As Don emphasizes, “If you always put your clients’ interests first, you’re going to be successful. When you put their interest first, that becomes apparent, and then trust follows that.”



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TOP 150 STANDINGS

Teams And Individuals Closed Date From January 1—August 31, 2019

Rank	Name	Sides	Volume	Average
1	Marsee Wilhems (16298) of eXp Realty (495201)	222.0	55,739,009	251,077
2	Kyle Mokhtarian (17381) of Realty Executives Tucson Elite (498305)	264.0	50,789,134	192,383
3	Danny A Roth (6204) of Keller Williams Southern Arizona (478306)	126.5	38,318,896	302,916
4	Michael D Rhodes (19668) of Realty Executives Tucson Elite (498307)	206.0	36,216,367	175,808
5	Laura Sayers (13644) of Long Realty Company (16717)	85.0	33,304,520	391,818
6	Peter Deluca (9105) of Long Realty Company (298)	76.0	31,678,598	416,824
7	Tom Gansheimer (12814) of Lennar Sales Corp (128102) and 1 prior office	83.0	30,667,205	369,484
8	Kaukaha S Watanabe (22275) of eXp Realty (495203)	137.5	28,664,186	208,467
9	Jeremy Ryan Smith (53015) of PCD Realty LLC (4826)	85.0	28,296,340	332,898
10	Jennifer Philips (16201) of Realty Executives Tucson Elite (4983)	97.5	28,094,531	288,149
11	Lisa M Bayless (22524) of Long Realty Company (16717)	69.0	26,945,342	390,512
12	Don Hatcher (31480) of MTH Realty LLC (5383)	85.0	25,771,963	303,200
13	Don Vallee (13267) of Long Realty Company (298)	72.0	24,934,433	346,312
14	Aaron Wilson (17450) of Keller Williams Southern Arizo (4783)	105.0	24,313,025	231,553
15	Sandra M Northcutt (18950) of Long Realty Company (16727)	63.0	24,067,400	382,022
16	Denice Osbourne (10387) of Long Realty Company (16707)	57.0	22,692,242	398,110
17	Laurie Lundeen (1420134) of Coldwell Banker Residential Br (70204)	102.5	22,100,500	215,615
18	Brenda O'Brien (11918) of Long Realty Company (16717)	42.0	21,464,698	511,064
19	Michael Shiner (26232) of CXT Realty (5755)	50.5	20,719,593	410,289
20	Janell E Jellison (4774) of Long Realty Company (16706)	40.0	20,390,005	509,750
21	Russell P Long (1193) of Long Realty Company (298)	29.5	19,186,000	650,373
22	Leslie Heros (17827) of Long Realty Company (16706)	48.5	19,019,372	392,152
23	RW Christian (52833) of LGI Realty Arizona (51463)	89.5	18,822,262	210,305
24	Alfred R LaPeter (32582) of Long Realty Company (16717)	40.0	18,538,639	463,466
25	Wanda Fudge (28579) of Long Realty Company (16728)	45.0	17,610,342	391,341
26	Traci D. Jones (17762) of Keller Williams Southern Arizona (478302)	77.0	17,487,545	227,111
27	Candy Bowen (37722) of Tierra Antigua Realty (286610)	78.5	16,974,855	216,240
28	John E Billings (17459) of Long Realty Company (16717)	54.0	16,474,423	305,082
29	Anjela K Salyer (30415) of Mattamy Homes (5799)	36.0	15,552,354	432,010
30	Laurie Hassey (11711) of Long Realty Company (16731)	40.5	15,302,495	377,839
31	Jim Storey (27624) of Tierra Antigua Realty (286607)	32.5	15,202,575	467,772
32	Eddie D Watters (31442) of Realty Executives Tucson Elite (4983)	61.5	15,161,101	246,522
33	Ronnie G Spece (19664) of At Home Tucson Realty (4637)	53.0	14,996,900	282,960

Rank	Name	Sides	Volume	Average
34	Patricia Brown (14873) of Coldwell Banker Residential Br (70202)	39.0	14,968,785	383,815
35	Nestor M Davila (17982) of Tierra Antigua Realty (286606)	72.0	14,901,435	206,964
36	Patricia Sable (27022) of Long Realty Company (16706)	26.0	14,829,400	570,362
37	Gerald L Hause (30852) of Long Realty Company (16728)	31.0	14,731,162	475,199
38	Peter R Oosterhuis (32811) of Dove Mountain Realty, LLC (5156)	10.0	14,700,433	1,470,043
39	Corissa Y Miller (22532) of Tucson's TLC Realty (3939)	49.0	14,206,180	289,922
40	Carmen Pottinger (145000027) of Carm's Realty LLC (145064241)	66.5	13,924,018	209,384
41	Angela Marie Kuzma (28301) of Keller Williams Southern Arizona (478310)	55.5	13,846,479	249,486
42	Sofia Gil (1420209) of Realty Executives Tucson Elite (4983)	64.0	13,773,736	215,215
43	Vicki L Holmes (19184) of Long Realty Company (16719)	45.0	13,754,895	305,664
44	Jose Campillo (32992) of Tierra Antigua Realty (2866)	73.5	13,672,504	186,020
45	Nicole Jessica Churchill (28164) of eXp Realty (4952)	52.5	13,338,150	254,060
46	Jameson Gray (14214) of Long Realty Company (16706)	21.0	13,264,310	631,634
47	McKenna St. Onge (31758) of Long Realty Company (16706)	21.0	13,264,310	631,634
48	Anthony Boatner (16214) of Keller Williams Southern Arizona (478306)	58.0	13,035,675	224,753
49	Susanne Grogan (17201) of Russ Lyon Sotheby's Int Realty (472203)	16.5	12,946,400	784,630
50	Kathy Westerburg (1420955) of Tierra Antigua Realty (286610)	39.5	12,908,719	326,803

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TOP 150 STANDINGS

Teams And Individuals Closed Date From January 1—August 31, 2019

Rank	Name	Sides	Volume	Average
51	Shawn M Polston (20189) of Keller Williams Southern Arizona (478306)	78.0	12,884,952	165,192
52	Glenn Michael Nowacki (35737) of Realty Executives Tucson Elite (498306) and 2 prior offices	50.0	12,794,750	255,895
53	Sue Brooks (25916) of Long Realty Company (16706)	32.0	12,701,250	396,914
54	Carolyn A. Fox (1420840) of Coldwell Banker Residential Br (70204)	60.0	12,675,872	211,265
55	Joshua Waggoner (14045) of Long Realty Company (16706)	12.5	12,467,500	997,400
56	Tom Ebenhack (26304) of Long Realty Company (16706)	45.0	12,429,269	276,206
57	Martin Durkin (145036508) of Russ Lyon Sotheby's Int Realty (472203)	11.0	12,217,500	1,110,682
58	Ann K Gavlick (27887) of Tierra Antigua Realty (286601)	43.0	12,132,700	282,156
59	Christina E Tierney (29878) of Russ Lyon Sotheby's Int Realty (472203)	19.5	11,933,400	611,969
60	Karin S. Radzewicz (20569) of Coldwell Banker Residential Br (70202)	29.0	11,912,400	410,772
61	Spirit Messingham (22794) of Tierra Antigua Realty (2866)	48.0	11,908,500	248,094
62	Robin Sue Kaiserman (4368) of Long Realty Company (16706)	18.5	11,745,500	634,892
63	Marta Harvey (11916) of Russ Lyon Sotheby's Int Realty (472203)	28.5	11,669,465	409,455
64	Michelle Bakarich (20785) of Homesmart Advantage Group (516901)	42.5	11,639,810	273,878
65	Tim Rehrmann (25385) of eXp Realty (4952)	46.0	11,556,247	251,223
66	Anthony D Schaefer (31073) of Long Realty Company (298)	44.5	11,385,930	255,864
67	Jason C. Mitchell (36629) of My Home Group Real Estate (427501)	46.0	11,364,068	247,045
68	Lauren M Moore (35196) of Keller Williams Southern Arizona (478302)	28.5	11,181,610	392,337
69	Alicia Girard (31626) of Long Realty Company (16717)	37.0	11,011,865	297,618
70	Dorothy Jean Moore (35146) of Keller Williams Southern Arizona (478302)	27.5	10,955,610	398,386
71	Jerri Szach (6050) of Long Realty Company (16706)	34.0	10,925,750	321,346
72	Tom Peckham (7785) of Long Realty Company (16706)	28.0	10,913,450	389,766
73	Jeffrey M Ell (19955) of Keller Williams Southern Arizona (478312)	36.5	10,837,200	296,910
74	Kelly Garcia (18671) of Keller Williams Southern Arizo (4783)	36.5	10,736,138	294,141
75	Jim Jacobs (7140) of Long Realty Company (16706)	26.5	10,697,450	403,677
76	Marian R Soto (28907) of Mattamy Homes (5799)	24.0	10,535,719	438,988
77	Kristi Penrod (33258) of Redfin Corporation (477801)	32.5	10,440,090	321,234
78	Curt Stinson (4808) of Engel & Volkers Tucson (51620) and 1 prior office	42.0	10,393,500	247,464
79	Susan Denis (14572) of Tierra Antigua Realty (2866) and 1 prior office	31.0	10,328,980	333,193
80	Tyler Lopez (29866) of Long Realty Company (16707)	46.0	10,324,498	224,446
81	Heather Shallenberger (10179) of Long Realty Company (16717)	33.5	10,292,559	307,241
82	Gary P Brasher (80408123) of Russ Lyon Sotheby's International Realty-472205	25.0	10,272,768	410,911
83	Trina M Alberta Oesterle (1420383) of Coldwell Banker Residential Br-70204	34.5	9,579,500	277,667

Rank	Name	Sides	Volume	Average
84	Jerimiah Taylor (17606) of Keller Williams Southern Arizona (478306)	44.0	9,363,083	212,797
85	Lisa Marie Naughton (39052) of DRH Properties Inc. (2520)	36.5	9,194,440	251,902
86	James L Arnold (142000775) of Tierra Antigua Realty (286614)	18.0	9,182,523	510,140
87	Antonio Reyes Moreno (33276) of Realty Executives Tucson Elite (498303)	36.0	9,096,578	252,683
88	Tori Marshall (35657) of Coldwell Banker Residential 34 (70207)	31.5	9,079,900	288,251
89	Daniel S Yang (28982) of Coldwell Banker Residential Br (702)	38.0	9,010,798	237,126
90	Roni Benge-Adamson (8355) of Keller Williams Southern Arizo (4783)	31.5	8,984,187	285,212
91	Timothy R Hagyard (32545) of Long Realty Company (16707)	33.5	8,981,400	268,101
92	Gary B Roberts (6358) of Long Realty Company (16733) and 1 prior office	35.0	8,889,350	253,981
93	Bryan Durkin (12762) of Russ Lyon Sotheby's Int Realty (472203)	13.5	8,880,269	657,798
94	Dottie May (25551) of Long Realty Company (16728)	21.0	8,870,200	422,390
95	Ashley Kimberlin (18406) of Realty Executives Tucson Elite (498306)	26.5	8,817,175	332,724
96	Kathryn K. Weiss (35438) of Long Realty Company (16706)	24.0	8,814,542	367,273
97	Jason K Foster (9230) of Keller Williams Southern Arizona (478302)	21.0	8,803,020	419,191
98	Heather L Arnaud (32186) of Realty Executives Tucson Elite (498306)	38.5	8,710,100	226,236
99	Michele O'Brien (14021) of Long Realty Company (16717)	21.0	8,695,118	414,053
100	Rob Lamb (1572) of Long Realty Company (16725)	22.5	8,685,900	386,040

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TOP 150 STANDINGS

Teams And Individuals Closed Date From January 1—August 31, 2019

Rank	Name	Sides	Volume	Average
101	Margaret E. Nicholson (27112) of Long Realty Company (16728)	20.0	8,594,200	429,710
102	Jenna D Loving (18375) of Russ Lyon Sotheby's Int Realty (472203)	23.0	8,557,321	372,057
103	Louis Parrish (6411) of United Real Estate Southern Arizona (5947)	19.0	8,547,086	449,847
104	Paula J MacRae (11157) of OMNI Homes International (5791)	20.5	8,537,900	416,483
105	Karen A Baughman (20321) of Coldwell Banker Residential Br (70202)	34.0	8,530,860	250,908
106	Robert J Helmig (20563) of Tierra Antigua Realty (2866)	29.5	8,349,102	283,020
107	Bob Norris (14601) of Long Realty Company (16733) and 1 prior office	33.0	8,266,950	250,514
108	Cindie Wolfe (14784) of Long Realty Company (16717)	27.0	8,219,400	304,422
109	Catherine S Donovan (28185) of Berkshire Hathaway Home Services-356307	26.0	8,202,288	315,473
110	Christian Lemmer (52143) of Engel & Volkers Tucson (51620) and 1 prior office	27.0	8,194,600	303,504
111	Danae S. Jackson (26717) of Coldwell Banker Residential Br (70202)	28.0	8,193,817	292,636
112	Joelle C Kahn (21408) of Tierra Antigua Realty (286607)	26.5	8,152,400	307,638
113	Lynn Slaten (14783) of Long Realty Company (16728)	20.5	8,132,750	396,720
114	Becca Riccardi (29910) of Tierra Antigua Realty (SV) (286603)	36.0	8,066,300	224,064
115	Sally Ann Robling (1420161) of Realty Executives Tucson Elite (498304)	33.0	8,039,676	243,627
116	Angela Tennison (15175) of Long Realty Company (16719)	22.0	7,985,500	362,977
117	Nick K Manning (20102) of Tierra Antigua Realty (286607)	20.5	7,982,590	389,395
118	Ricardo J Coppel (11178) of Long Realty Company (298)	23.5	7,951,700	338,370
119	Melinda L Akowski (26025) of Coldwell Banker Residential Br (70202)	28.0	7,942,353	283,655
120	Thomas J Krieger (17680) of Keller Williams Southern Arizona (478306)	29.0	7,892,425	272,153
121	Matthew F James (20088) of Long Realty Company (16706)	21.5	7,844,125	364,843
122	Aaron Dominguez (37936) of Homesmart Advantage Group (5169)	47.5	7,841,300	165,080
123	Patty Howard (5346) of Long Realty Company (16706)	17.0	7,818,832	459,931
124	Michael D Oliver (14532) of Oliver Realty, LLC (51610)	24.5	7,808,239	318,704
125	Maria E Juvera (20669) of Tierra Antigua Realty (SV) (286603)	44.5	7,786,582	174,979
126	Nancy Nhu Ho (35602) of Realty Executives Tucson Elite (498306)	32.5	7,757,100	238,680
127	Oscar J Ramirez (5010) of Long Realty Company (16727)	10.5	7,721,100	735,343
128	Michael Braxton (53095) of Long Realty Company (16717)	25.0	7,715,524	308,621
129	Lori C Mares (19448) of Long Realty Company (16719)	31.5	7,715,093	244,924
130	Susan M. Derlein (1420144) of Long Realty - Green Valley (16716)	32.0	7,526,890	235,215
131	Jennifer C Anderson (16896) of Long Realty Company (16724)	31.0	7,512,048	242,324
132	Judi Monday (1420458) of RE/MAX Valley Properties (4621)	24.5	7,460,000	304,490
133	Sonya M. Lucero (27425) of Long Realty Company (16719)	24.0	7,458,645	310,777

Rank	Name	Sides	Volume	Average
134	Melissa Dawn Rich (30786) of Tierra Antigua Realty (286607)	36.0	7,434,250	206,507
135	Nicole Brule-Fisher (14479) of Tierra Antigua Realty (286606)	28.0	7,431,047	265,395
136	Tracy Wood (36252) of Russ Lyon Sotheby's Int Realty (472203)	22.0	7,371,086	335,049
137	Glenda Grow (7030) of Realty Executives Tucson Elite (4983)	21.0	7,370,700	350,986
138	Debra M Quadt (16709) of Redfin Corporation (477801)	25.5	7,368,000	288,941
139	Charlene Anderson (35) of RE/MAX Results (5106)	28.0	7,365,600	263,057
140	Cathy A Whalen (17500) of United Real Estate Southern Arizona (5947) and 1 prior office	20.0	7,361,631	368,082
141	Elizabeth Bizzy Orr (22768) of Realty Executives Tucson Elite (498306)	20.0	7,358,190	367,910
142	Zachary R Tyler (16327) of Tierra Antigua Realty (286601)	18.5	7,338,465	396,674
143	Deborah A Evenchik (9120) of Coldwell Banker Residential Br (70202)	20.0	7,334,056	366,703
144	Linda M Johnson (12215) of Tierra Antigua Realty (2866)	25.0	7,292,000	291,680
145	Camille Rivas-Rutherford (11782) of Coldwell Banker Residential Br (70202)	18.0	7,287,060	404,837
146	Pam Treece (13186) of Long Realty Company (16717)	24.5	7,216,800	294,563
147	Diane Aune (9903) of Tierra Antigua Realty (2866)	19.0	7,209,187	379,431
148	Russ Fortuno (35524) of Tierra Antigua Realty (286610)	39.0	7,145,650	183,222
149	Lindsay L Liffengren (4949) of RE/MAX Excalibur Realty (453501)	24.5	7,101,615	289,862
150	Tony Ray Baker (5103) of Tierra Antigua Realty (286606)	26.5	7,068,930	266,752

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